The 12 Reasons You Still Don't Have The Job You Want

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Disclaimer

This book reflects the author's opinions and personal experiences. It is intended for informational and motivational purposes only and should not be taken as guaranteed career advice.

Introduction

Getting that dream job, that transition job, or just the next step job is more than possible for you, and I want to tell you now that **you are more than good enough;** never lose sight of this fact.

Many reasons (e.g., bias) that a potential employer might say no to you are entirely out of your control. But there are also many reasons an employer can say no to you for easily avoidable reasons (e.g.,

essential professionalism); *focus on ensuring an employer has no reason to say no to you for the preventable reasons.*

Reason #1: You're Not Applying to Enough Jobs

Some people are lucky submitting fewer applications, but I always suggest sending out 50–100+ job applications a day to get consistent interviews and results.

Reason #2: You're Not Conveying Enough Interest

Some companies want a knock-off-your-socks cover letter, others want thank you notes (which you should also give btw), others prefer quick follow-ups, some desire a lot or strong energy throughout the interview, some want you to take charge of the interview, some want you to have a genuine reason to join their company other than maybe your real reason, which is to make a living.

Reason #3: Your Resume Sucks A**

Is your resume dull and uninteresting? Maybe you got a lot of spelling errors? Or it could be that your resume is too wordy, or perhaps your resume format looks like sh**. Is the information messy & presented in an ugly fashion?

Reason #4: Your Skillset Isn't Strong or Tailored Enough

You did not convey your experience well enough in your resume to get an interview.

Maybe you did not articulate your experience well enough when verbally discussing your background. Perhaps you did not apply your expertise well enough to their scenario questions in the actual interviews or assignments they gave you.

Reason #5: You're Too Different From the Culture

Your vibe doesn't fit in with the people who make up the company or at least the people who interviewed you.

Reason #6: You're Too Desperate #Thirsty

If you demonstrate over-eagerness, over-communication, and antsy vibes, you will most likely be written off.

Reason #7: You're Offensive

Something you said rubbed someone the wrong way — and you probably won't ever know what that reason is.

Reason #8: You Got Too Many Questions "Wrong"

As lame as it sounds, some employers are by the book and only believe in answers: a, b, c, d, or e. For these companies, if your answers aren't perfect or the *right* solution for the hiring committee, you go bye-bye — even if you got some of them right.

Reason #9: You Can't Articulate for Sh**

You simply don’t know how to communicate.

Reason #10: You Don't Have Enough "Experience"

You might actually have enough experience — and you can probably execute on the job— but you did not communicate this effectively on your resume (with relevant years of experience or in your job descriptions), or your interviews (with articulate descriptions of your experience, on top of effectively applying your experience to their questions). **Remember, even if you don't have*

by-the-book-experience, you can always acquire new skills or transform your previous experience into a relevant experience for the opportunity you are applying for. Get creative and think outside the box!

Reason #11: The Timing Is Off

Sometimes, companies might put the position on hold, or the position filled before you were able to finish the interview process. Furthermore, the time that you applied for the job may have been too late or too early. Someone may even have one skillset or quirk that you can't offer that the company values or desires. There could be many scenarios, but sometimes it all comes down to timing.

Reason #12: Other Unknown Reasons Or Judgements

Racism, sexism, you're not that likable, too introverted, too extroverted, too professional or uptight, sloppy, not enough experience, too much experience, etc. The list goes on and on.

I always suggest to highlight your strengths and transform your weaknesses into advantages. For example, if you don't have enough relevant experience

for a job, persuade the employer or find a way (e.g., completing courses, certifications, or self-education) to make your candidacy bring enough expertise. Another example, if a person has a bias about your cultural background, race, or gender, find a way to relate to them and disarm their judgments.